

Varvel, Steven C.

From: Carroll, Andy <Andy.Carroll@bcbsfl.com>
Sent: Monday, October 17, 2016 10:48 AM
To: Varvel, Steven C.
Subject: City of Gainesville - 01/01/2017 Stop Loss Renewal
Attachments: City of Gainesville - Renewal1 Firm (10.11.16).pdf

Good morning Steve. I have attached the City's Stop Loss renewal as well as the comments from the UW and additional options for you to consider. Will you please review and let me know if you would like to setup a call with me, you and the UW to discuss everything?

- *Here is the renewal on City of Gainesville. The rates are for a 01/01/2017 effective date and are net of commissions. The rate is firm and locked in. Everyone is accepted at the groups specific deductible. We don't require a completed and signed Employer Disclosure Statement. All I will need is for the City to select/check which option they wish to renew on and sign the renewal page.*
- *We are projecting 8 claimants to exceed the specific deductible this year totaling just over \$1 million dollars. Also there are three claims projected to exceed next year totaling \$350,000. An apples to apples comparison 12/12 to 12/12 the rate increase is +37%. I've also included on page 3 of the proposal a 24/12 contract basis. I know they renewed on a 12/12 this year but wouldn't recommend them not doing this year with all the claim activity I'm seeing.*

Once you have an opportunity to review this information please call me should you have any questions.

Thank you Steve.

Andy M. Carroll

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